

Message Text

UNCLASSIFIED

PAGE 01 QUITO 00902 091456Z
ACTION ARA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----091617Z 110576 /44

R 091310Z FEB 77
FM AMEMBASSY QUITO
TO USDOC WASHDC
INFO SECSTATE WASHDC 3151
AMCONSUL GUAYAQUIL

UNCLAS QUITO 0902

E.O. 11652: N/A
TAGS: BENC, EC
SUBJECT: MAJOR PROJECT - COTOPAXI CEMENT

REF: STATE 017904

1. COMATT DISCUSSED SUBJECT PROJECT WITH LCDO. TERAN VAREA ON FEBRUARY 8, AT WHICH TIME TERAN WAS GIVEN LETTER FROM USDOC (SAN FRANCISCO DISTRICT OFFICE) WITH BACKGROUND INFORMATION ON BUTTES GAS AND OIL.

2. WEST GERMAN FIRM DYCKERHOFF ZEMENTWERKE AG IS NOW OUT OF THE RUNNING AS FAR AS THIS PROJECT IS CONCERNED. ACCORDING TO TERAN, THE FIRM WAS NOT SERIOUS ABOUT THE PROJECT; THEY PROMISED ONE THING TO HIGH-LEVEL GOE MISSION IN GERMANY, BUT RENEGED ON THIS AND OFFERED UNACCEPTABLE CONDITIONS DURING A FOLLOW-UP MEETING IN QUITO.

3. THERE ARE TWO THINGS THAT WORRY TERAN ABOUT THE CRESCENT ENGINEERING PROPOSAL: WHAT APPEAR TO HIM TO BE THE INADEQUATE TECHNICAL CREDENTIALS OF CRESCENT; AND THE FACT THAT THE PARENT FIRM, BUTTES GAS AND OIL, HAS NEVER BEEN DIRECTLY INVOLVED IN THE CEMENT INDUSTRY.

4. COMATT POINTED OUT THAT CRESCENT EXPERTISE IN
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CEMENT WAS PRECISELY THE REASON THEY WERE ASKED BY ANOTHER, LARGER U.S. CONSTRUCTION ENGINEERING COMPANY TO JOIN IN SUBMITTING A BID ON THE GUAPAN CEMENT PROJECT.

5. VAREA STATED THAT HE HOPES OTHER U.S. FIRMS, HE MENTIONED IN PARTICULAR LONE STAR INDUSTRIES, WOULD ALSO SUBMIT PROPOSALS SO THAT HE COULD HAVE MORE TO

CHOOSE FROM.

6. COMATT OFFERED EMBASSY ASSISTANCE IN DEALING WITH
CRESCENT OR ANY OTHER U.S. COMPANY INTERESTED IN
PROJECT.
BLOOMFIELD

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Sent Date: 09-Feb-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
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Format: TEL
From: QUITO
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Legacy Key: link1977/newtext/t19770258/aaaabzki.tel
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Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Reference: 77 STATE 17904
Retention: 0
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Review Date: 27-Oct-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
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Review Release Date: n/a
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Review Withdrawn Fields: n/a
SAS ID: 3364938
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT - COTOPAXI CEMENT
TAGS: BENC, EC
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/f4d518c9-c288-dd11-92da-001cc4696bcc
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